



U.S. Department of Energy



Office of Small and Disadvantaged Business Utilization



7TH ANNUAL SMALL BUSINESS CONFERENCE

THE WASHINGTON STATE
CONVENTION AND TRADE CENTER



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Opportunities for SDVBs

Bob Kingsbury, President
Los Alamos Technical Associates, Inc
(LATA)





Topics

- About LATA
- How LATA has benefited from SDVB status
- SDVB preferences
- Observations on SDVB programs
- Advice on leveraging SDVB status

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About LATA

- Founded in January 1976 by three former managers in LANL's Engineering Department
- Highly successful as a subcontractor to DOE M&O contractors during the first 20 years
- Most significant subcontracts to M&O contractors were won in full and open competitions
- First significant SBSA competition won in 1997- LANL ER subcontract

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About LATA (Continued)

- Successfully participated in DOE prime contract competitions as a subcontractor on teams led by large businesses
- DOE EM's decision to set aside large contracts for small business provided opportunity to successfully compete as a prime contractor
- LATA/Parallax Portsmouth, LLC won Portsmouth Remediation Project

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About LATA (Continued)

- LATA-Sharp Remediation Services, LLC won ID/IQ contract and tasks
 - Ashtabula Closure Project
 - SPRU DD&R
- LATA was a member of the SEC Closure Alliance, LLC, which won the FFTF Closure Contract
 - GAO protests filed & one upheld
 - Procurement recently cancelled





About LATA (Concluded)

- Currently at ~340 employees
- Small business under NAICS codes
 - 562910 Environmental Remediation
 - 541710 R&D in the Physical, Engineering and Life Sciences
 - 335314-3 Relay and Industrial Control Manufacturing, Specific-Purposes Industrial Controls
- SDVB

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How LATA Has Benefited from SDVB Status

- Opportunity to expand client base by competing for SDVB set aside contracts for other federal agencies
 - US Army Corps of Engineers MARCs
 - Other DoD
 - AFCEE
 - AEC
 - NAVFAC
 - USEPA
 - START III
 - RACs

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How LATA Has Benefited from SDVB Status (Concluded)

- Within DOE
 - Some sole source awards from DOE's prime contractors and their major subcontractors
 - Some increased interest in teaming from large business
 - Benefits limited because LATA is an established DOE contractor

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SDVB Preferences

- The Veterans Benefit Act of 2003 – Sec. 308 (PL 108-183) allows
 - Sole source contract awards to SDVBs if
 - Recipient is a responsible contractor for the performance of the work and the CO has a reasonable expectation that 2 or more SDVBs will submit offers for the work
 - Anticipated award price will not exceed \$5M for Manufacturing work or \$3M for all other work

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SDVB Preferences (Continued)

- Restricted competitions among SDVBs if
 - CO has a reasonable expectation that not less than 2 SDVBs will submit offers
 - CO has a reasonable expectation that the award can be made at a fair market price
- Executive Order 13360 issued 10/04
 - Establishes policy that agencies more effectively implement certain Small Business Act provisions



SDVB Preferences (Concluded)

- 3% SDVB contracting goal
- Reserving procurements for SDVBs
- Requires Agency Heads to develop a strategy to implement the policy stated in the Order, make the strategy publicly available, and designate a senior-level official to develop and implement the agency's policy

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Observations on SDVB Programs

- Agencies take time to implement new laws and Executive Orders
- PL 108-183 and EO 13360 are not exceptions
- Federal and Prime Contractor awareness is increasing
- SDVB contracting and subcontracting goals are increasing
- Significant opportunities for SDVBs

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Advice on Leveraging SDVB Status

- Focus on appropriate NAICS codes
- Contact OSADBU and SDVB representatives in agencies and prime contractors that buy your services or products
- Contact prime contractors prior to RFP to explore teaming
- Emphasize capabilities to end users
- Let buyers and end users know of availability of qualified company

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Advice on Leveraging SDVB Status (concluded)

- Brand your company as SDVB
 - Website
 - Stationery
 - Business cards
 - Brochures & other collateral
- Objective – Be known as a high quality provider who happens to be an SDVB

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